

Message Text

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44

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 W
----- 040728

P R 011440Z AUG 75
FM AMCONSUL THESSALONIKI
TO SECSTATE WASHDC PRIORITY 2408
INFO AMEMBASSY ATHENS

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DEPT FOR MEPD

E.O. 11652: N/A

TAGS: BEXP, BENP, GR
SUBJECT: MAJOR PROJECT: LIGNITE/FERTILIZER COMPLEX

REF: A) ATHENS 5569 C) ATHENS 5379
B) STATE 172276 D) STATE 166087

1. RUST REPS JAMESON AND HYLAND ARRIVED ATHENS
JULY 28 AS SCHEDULED. EMBASSY ARRANGED CALLS
ON SECRETARY GENERAL, MINISTRY OF INDUSTRY, MATHIOUDAKIS,
DEPUTY MINISTER OF COORDINATION, KONTOGEORGIS, AND
AEVAL PROJECT MGR, MAVROMATIS. LATTER ARRANGED
FOR VISIT TO AEVAL PLANT IN PTOLEMAIS (APPROX 120
MILES FROM THESSALONIKI). REPS LEFT FOR
THESSALONIKI EVENING JULY 29.

2. IN THESSALONIKI RUST REPRESENTATIVES, ACCOMPANIED BY
CONSUL
GENERAL AND POL/ECON OFFICER, CALLED
ON MINISTER OF NORTHERN GREECE MARTIS FOR
PRESENTATION OF RUST INTEREST IN PROPOSED PROJECT,
AS WELL AS COMPANY'S EXPERIENCE IN LIGNITE
CONVERSION FIELD. MARTIS, WHO PERSONALLY
INTERESTED IN DEVELOPMENT OF NORTHERN GREEK
LIGNITE DEPOSITS, SHOWED CONSIDERABLE INTEREST IN
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RUST'S PRESENTATION AND SUGGESTED THAT PROPOSED

FIELD TRIP TO AEVAL PLANT BE
EXPANDED TO INCLUDE VISIT TO LIGNITE DEPOSIT
OWNED BY CONSTANTINOS ROZAS NEAR FLORINA. MARTIS
PERSONALLY ARRANGED CALL ON ROZAS AND THROUGH
CALL TO AEVAL PLANT RECONFIRMED RUST REPS
VISIT. HE ALSO INDICATED THAT HE WOULD DO
WHATEVER POSSIBLE TO PUSH FOR APPROVAL OF PROPOSED AEVAL
PROJECT.

3. POL/ECON OFFICER AND ECOM/COMMERCIAL LOCAL ACCOMPANIED
RUST REPS ON FIELD TRIP IN CONGEN VEHICLE.
VISIT TO FLORINA AND ROZAS LIGNITE MINE AAS
VALUABLE IN ALERTING RUST REPS
TO EXTENT OF NORTHERN GREEK LIGNITE DEPOSITS. ACCORDING TO
ROZAS, HIS HOLDINGS ALONE MAY EXCEED 300,000
TONS AND ALTHOUGH THESE HAVE NOT BEEN SIGNIFICANTLY
EXPLOITED TO DATE, HE HOPES TO BEGIN
MAJOR EXPLOITATION IN NEAR FUTURE AND, PERHAPS,
INSTALL LIGNITE CONVERSION FACILITY OF HIS OWN.
FYPILOCAL CHASE MANHATTAN MANAGER NICHOLAS PARAS TOLD POL/ECON
OFFICER THAT ROZAS WILL PROBABLY SOON RECEIVE CONTRACT
TO SUPPLY ABOUT 100,000 TONS OF LIGNITE TO
PUBLIC POWER CORPORATION. END FYI.

4. PRIMED BY CALL FROM BOTH ATHENS AND MINISTER
MARTIS, RUST REPS VERY WELL RECEIVED
AT AEVAL PLANT AND GIVEN
ALL INFORMATION THEY REQUESTED. STUDIES AND
PLANNING DIRECTOR ECONOMIDES SPENT MORNING
DISCUSSING AEVAL EXPANSION PLANS AND PROVIDED
FULL PLANT TOUR. BASED ON THESE MEETINGS, RUST
REPRESENTATIVES EXPRESSED KEEN INTEREST IN PARTICIPATING IN
AEVAL EXPANSION PROJECT.

5. CONSULATE GENERAL CONSIDERS RUST VISIT TO
HAVE BEEN HIGHLY BENEFICIAL. JAMESON AND HYLAND
ARE OBVIOUS PROFESSIONALS WHO MADE VERY GOOD
PRESENTATIONS, AND BY INTEREST RUST HAS SHOWN
IN SENDING THEM HERE, COMPANY MAY HAVE INSIDE
TRACK ON PARTICIPATION IN NEW PROJECT.
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6. UNFORTUNATELY, IN RESPONSE PARA 5, REF D,
UNABLE IDENTIFY PRINCIPAL FOREIGN COMPETITORS AT
THIS TIME, ALTHOUGH EMBASSY AND CONGEN
WILL FOLLOW THROUGH ON EFFORT DO SO. THEY SHOULD
EMERGE IN ANY EVENT WITH PUBLICATION SHORT
LIST EXPECTED IN TWO TO FOUR WEEKS, ON WHICH
JAMESON AND HYLAND SEEMED CONFIDENT RUST WOULD APPEAR.

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